

610-225-1191

REP HEADLINE# 6137302  
\*\*\* ORIGINAL REV#0 \*\*\*

CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT EFF

MAY8/12 13.52  
\*\*\* WTOV-TV \*\*\*

:LINE#:	REP	:CD:	TIME PERIOD	:	LGTH	:	SEC	:	RATE	:	START DATE	:	END DATE	:	SPTS /WK:	WEEK INVT	:	DAYS	:	TOTL: :SPTS:
MAY/12			10870.00																	
																	CONTRACT TOTAL	10870.00		
																	TOTAL SPOTS	36		

MARKET TOTALS	\$21,740	WTOV 50%	WTRF 40%	WBWO 4%	ETRF 6%
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SVC- NSI  
DEMOS- RA35+\*





MAY8/12 13.52  
\*\*\* WTOV-TV \*\*\*

EC 5/8-2<sup>45</sup>P-SK6

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
1			600A-700A	30		\$200.00	5/16	5/18	3		W-F	3
PROGRAM : NEWS CON COM1 : 1X MAX/DAY												
2			700A-900A	30		\$200.00	5/16	5/18	3		W-F	3
PROGRAM : TODAY CON COM1 : 1X MAX/DAY												
3			700A-900A	30		\$200.00	5/21	5/22	2		M-TU	2
PROGRAM : TODAY CON COM1 : 1X MAX/DAY												

REP: TEL# 610-293-4100 FAX# 610-225-1191  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM REP MAY8/12 14.29  
\*\*\* UNAPPROVED REV #1 \*\*\* \*\*CHANGES\*\* \*\*\* WTOV-TV \*\*\*

ADV # 11604 ADV. NAME ISS/US CHAMBER OF COMMERCE REP. # OFF. # 2016 SALESMAN #  
AGY # 5353 AGY. NAME NEBO MEDIA, INC. BUYER NAME ANDREA MASSAR  
P.O. BOX 3775 SALES PRSN PH- TERESA DIFURIA  
WASHINGTON, DC 20027

ORDER # 311109 CONTRACT # 6137302 CLASS: NATL. LOCAL REGIONAL  
PRDCT US CHAMBER COMMERCE EST# COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES MAY16/12 MAY22/12 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE MAY8/12 14.29

REP: TO SHARON  
FROM TERESA  
ADDED LINE 26 TO ORDER  
REV TTL 11,420  
PLEASE CONFIRM

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

CF: 5/8-30-5K-9  
Rev 5/8-24-5K-9

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS /WK	:WEEK INVT	:DAYS	:TOTL: SPTS:
26	A		700P-800P	30		\$550.00	5/20	5/20	1		SUN	1

PROGRAM : PRIME  
MAY/12 11420.00  
CONTRACT TOTAL 11420.00  
TOTAL SPOTS 37

MARKET TOTALS \$21,740 WTOV 50% WTRF 40% WBWO 4% ETRF 6%  
SVC- NSI  
DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE



REP HEADLINE# 6137302 REP: TEL# 610-293-4100 FAX# 610-225-1191  
\*\*\* UNAPPROVED REV #2 \*\*\* CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM REP MAY8/12 15.07  
\*\*\* CHANGES \*\*\* \*\* WTOV-TV \*\*\*

ADV # 11604 ADV. NAME ISS/US CHAMBER OF COMMERCE REP. # OFF. # 2016 SALESMAN #  
AGY # 5353 AGY. NAME NEBO MEDIA, INC. BUYER NAME ANDREA MASSAR  
P.O. BOX 3775 SALES PRSN PH- TERESA DIFURIA  
WASHINGTON, DC 20027

ORDER # 311109 CONTRACT # 6137302 CLASS: NATL. LOCAL REGIONAL  
PRDCT US CHAMBER COMMERCE EST# COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES MAY16/12 MAY22/12 WK-1

CITY TAX STATE TAX CO-OP BILLING NEEDED DATE MAY8/12 15.07

REP: TO SHARON FROM KYLE  
REVISED TP LINES 6 & 7  
SAME TTL \$10,870  
PLS CNF THX  
KYLE

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

CF- 5/8-30-5K6  
Rev 5/8-30-5K6

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
6			TZ 400P-500P	30		\$140.00	5/17	5/17	1		THU	1
PROGRAM : ELLEN												
ORD COM1: REVISED TP												
7			TZ 400P-500P	30		\$140.00	5/22	5/22	1		TUE	1
PROGRAM : ELLEN												
ORD COM1: REVISED TP												

MAY/12 11420.00 CONTRACT TOTAL 11420.00  
TOTAL SPOTS 37



WTOV  
9 Red Donley Plaza  
Mingo Junction, OH 43938

Nebo Media, Incorporated  
P.O. Box 3775  
Washington, DC 20027

**Contract #** 311109  
**Schedule Dates** 05/16/12-05/22/12  
**Advertiser** U.S. Chamber Of Commerce (11604)  
**Agency** Nebo Media, Incorporated (5353)  
**Product** Political - Issue (1068)  
**Brand** US CHAMBER COMMERCE (66936)  
**Salesperson** Telerep/Philadelphia, Philadelphia (1057)  
**Sales Office** Telerep/Philadelphia  
**Buyer Name** MASSAR,ANDREA  
**Phone/Fax** /  
**CPE** N/A  
**Account Types** National/Political  
**Billing Type** Standard  
**Comments** US CHAMBER COMMERCE  
 \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

**Date Entered** 05/08/12  
**Last Modified** 05/08/12  
**Entered By** Sharon Green  
**CO-OP** No  
**Headline #** 06137302  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$1,713.00  
**Net Total** \$9,707.00  
**Sales Tax**

**Steubenville (WTOV)**

By Broadcast Month	Spots	Rate
May. 2012	37	\$11,420.00
<b>Grand Total:</b>	<b>37</b>	<b>\$11,420.00</b>

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
27.0	Normal Line / Spot (18)	05/16/12-05/17/12	3	:30	11P- News Nine Tonight				1	1				2	\$500.00	\$1,000.00	Steubenville (WTOV)	NEWS/18	5/8/12

### CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

WTOV-TV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity. This non-discrimination provision is a condition of each advertising contract with this station, whether verbal or written.





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**Brand** US CHAMBER COMMERCE (66936)  
**Salesperson** Telerep/Philadelphia, Philadelphia (1057)  
**Sales Office** Telerep/Philadelphia  
**Buyer Name** MASSAR,ANDREA  
**Phone/Fax** /  
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**Billing Type** Standard  
**Comments** US CHAMBER COMMERCE  
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14.0	Normal Line / Spot (14)	05/16/12-05/16/12	3	:30	7:00:04P- Jeopardy				1					1	\$320.00	\$320.00	Steubenville (WTOV)	JEOPARDY/14	5/8/12
15.0	Normal Line / Spot (15)	05/22/12-05/22/12	3	:30	7:00:04P- Jeopardy			1						1	\$320.00	\$320.00	Steubenville (WTOV)	JEOPARDY/15	5/8/12
16.0	Normal Line / Spot (16)	05/17/12-05/17/12	3	:30	7:30P- Wheel Of Fortune				1					1	\$320.00	\$320.00	Steubenville (WTOV)	WHEEL-FORTNE/16	5/8/12
17.0	Normal Line / Spot (17)	05/21/12-05/21/12	3	:30	7:30P- Wheel Of Fortune		1							1	\$320.00	\$320.00	Steubenville (WTOV)	WHEEL-FORTNE/17	5/8/12
18.0	Normal Line / Spot (18)	05/18/12-05/18/12	3	:30	11P- News Nine Tonight F					1				1	\$500.00	\$500.00	Steubenville (WTOV)	NEWS/18	5/8/12
19.0	Normal Line / Spot (19)	05/21/12-05/22/12	3	:30	11P- News Nine Tonight		1	1						2	\$500.00	\$1,000.00	Steubenville (WTOV)	NEWS/19	5/8/12
20.0	Normal Line / Spot (20)	05/18/12-05/18/12	3	:30	8:00:04P- Who Do You Think You Are?					1				1	\$350.00	\$350.00	Steubenville (WTOV)	WHO DO YOU/20	5/8/12
21.0	Normal Line / Spot (21)	05/19/12-05/19/12	3	:30	9:00:04A- News9 Saturday Morning							1		1	\$110.00	\$110.00	Steubenville (WTOV)	NEWS/21	5/8/12
22.0	Normal Line / Spot (22)	05/19/12-05/19/12	4	:30	6:30:04P- News Nine 6pm							1		1	\$300.00	\$300.00	Steubenville (WTOV)	NEWS/22	5/8/12
23.0	Normal Line / Spot (23)	05/20/12-05/20/12	3	:30	9:00:04A- Sunday Today								1	1	\$110.00	\$110.00	Steubenville (WTOV)	SUN TODAY/23	5/8/12
24.0	Normal Line / Spot (24)	05/20/12-05/20/12	4	:30	6:00:04P- News Nine 6pm								1	1	\$300.00	\$300.00	Steubenville (WTOV)	NEWS/24	5/8/12
25.0	Normal Line / Spot (25)	05/20/12-05/20/12	3	:30	8:00:04P- Harry's Law								1	1	\$400.00	\$400.00	Steubenville (WTOV)	HARRY'S LAW/25	5/8/12
26.0	Normal Line / Spot (26)	05/20/12-05/20/12	3	:30	7P- 8P (EST)								1	1	\$550.00	\$550.00	Steubenville (WTOV)	PRIME/26	5/8/12

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1.0	Normal Line / Spot (1)	05/16/12-05/18/12	3	:30	6:00:04A- News Nine Sunrise 6am				1	1	1			3	\$200.00	\$600.00	Steubenville (WTOV)	NEWS/1	5/8/12
2.0	Normal Line / Spot (2)	05/16/12-05/18/12	3	:30	7:00:04A- Today Show				1	1	1			3	\$200.00	\$600.00	Steubenville (WTOV)	TODAY/2	5/8/12
3.0	Normal Line / Spot (3)	05/21/12-05/22/12	3	:30	7:00:04A- Today Show		1	1						2	\$200.00	\$400.00	Steubenville (WTOV)	TODAY/3	5/8/12
4.0	Normal Line / Spot (4)	05/17/12-05/18/12	3	:30	3:00:04P- Dr. Phil					1	1			2	\$130.00	\$260.00	Steubenville (WTOV)	DR PHIL/4	5/8/12
5.0	Normal Line / Spot (5)	05/21/12-05/21/12	3	:30	3:00:04P- Dr. Phil		1							1	\$130.00	\$130.00	Steubenville (WTOV)	DR PHIL/5	5/8/12
6.0	Normal Line / Spot (6)	05/17/12-05/17/12	3	:30	4P- Ellen					1				1	\$140.00	\$140.00	Steubenville (WTOV)	ELLEN/6	5/8/12
7.0	Normal Line / Spot (7)	05/22/12-05/22/12	3	:30	4P- Ellen			1						1	\$140.00	\$140.00	Steubenville (WTOV)	ELLEN/7	5/8/12
8.0	Normal Line / Spot (8)	05/17/12-05/18/12	3	:30	5P- Live At Five						1	1		2	\$350.00	\$700.00	Steubenville (WTOV)	NEWS/8	5/8/12
9.0	Normal Line / Spot (9)	05/21/12-05/21/12	3	:30	5P- Live At Five		1							1	\$350.00	\$350.00	Steubenville (WTOV)	NEWS/9	5/8/12
10.0	Normal Line / Spot (10)	05/18/12-05/18/12	3	:30	5:30P- Live At Five							1		1	\$350.00	\$350.00	Steubenville (WTOV)	NEWS/10	5/8/12
11.0	Normal Line / Spot (11)	05/22/12-05/22/12	3	:30	5:30P- Live At Five			1						1	\$350.00	\$350.00	Steubenville (WTOV)	NEWS/11	5/8/12
12.0	Normal Line / Spot (12)	05/16/12-05/17/12	3	:30	6P- News Nine 6pm				1	1				2	\$500.00	\$1,000.00	Steubenville (WTOV)	NEWS/12	5/8/12
13.0	Normal Line / Spot (13)	05/21/12-05/21/12	3	:30	6P- News Nine 6pm		1							1	\$500.00	\$500.00	Steubenville (WTOV)	NEWS/13	5/8/12

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